North Carolina dealers elect officers

The North Carolina Automobile Dealers Assn. has elected officers for 1984-85. From left, they are: Hubert B. Parks, Parks Chevrolet, Inc., Kernersville, treasurer; William P. Howard, Bell & Howard Chevrolet, Inc., Statesville, vice president; S. L. Shackleford, Dickinson Buick Co., Inc., Fayetteville, president; Guy P. Smith, Lexington Motor Co., Inc., Lexington, treasurer, and B. Wade Isaacs, Raleigh, executive vice president.

Contrary to trend in retail industry

Number of parts stores increases

Continued from Page 20

automotive products. This is a 1,600-store increase in three years, or 12 percent."

Morris said the survey indicates the department-store category remained relatively stable during the three-year period despite J. C. Penney Co.'s decision to get out of the automotive aftermarket business.

"This was due in a great part to Sears and Montgomery Ward," Morris said. "Both increased their commitments to their automotive lines."

In addition to explaining changes in the number of retail outlets from 1980 to 1983, Smith said the study sought to examine changes in product categories handled by the nation's retailers.

Aftermarket products were classified into five major categories: Chemicals, engine parts, safety/comfort/sound products, heavy parts and tires.

Generally, Morris said, the total percentage of retailers handling the five product categories showed little change. However, there were significant changes in product mix within the various classes of trade.

The most dramatic product change, according to FAIR, was in tires.

The number of tire dealers dropped by 2,600 from 1980 to 1983, and the total number of retailers handling tires fell by nearly 17,000 with sharpest declines occurring in service stations, new-car dealerships and auto parts stores.

"Perhaps because more auto parts stores are leaving sales to outlets equipped for installation," Morris said, "the percent of auto parts stores carrying tires dropped four percentage points to 34."

According to the study, chemicals, continued to be the most widely distributed products. They were available in 482,400 outlets, 93 percent of all retailers carrying automotive items.

The study, according to Smith, also examined retail operations by the number of the five major product lines they were handling.

Retailers carrying three or more categories were listed as full-line automotive operations; one or two categories were classified as intermediate-line outlets, and those with an assortment of auto products considered insufficient to qualify for intermediate were called limited-line outlets.

According to the survey, 41.5 percent of the 518,700 outlets selling automotive products to the public were full-line operations, 37.6 percent were intermediate, and 20.9 percent were liimted-line stores.

The greatest gain came from the intermediate-line outlets, increasing 13,500, or 7.5 percent. Repair shops accounted for 78.6 percent of the change, according to FAIR.

• Due mainly to the 26.5 percent dip in full-line service stations, FAIR noted that the percentage of full-line retailers fell from 43.4 percent in 1980 to 41.5 percent in 1983. There are only 62,600 full-line retailing service stations today, according to the study.

"The reduction in the full-line accounts has caused jobbers and traditional automotive warehouse distributors to move into retailing so that they can make up the lost volume, Morris said.

"The absence of product availability for consumers at service stations also has created tremendous market opportunities for other retailers," he said.

The survey found very little change in the limited-line category. The greatest activity was said to be among grocery stores, which grew by 1,700 outlets, or 6.9 percent.

Despite the considerable decreases in service stations and new-car dealerships, the FAIR report noted that other automotive operations brought the total number of service bays near the 1980 mark.

Bays per outlet ranged from an average of 8.7 for department stores to 2.0 for such automotive service operations as car washes, parking lots and recreational vehicle dealers.

Other information in the study includes geographic distribution and data on store sales volume. The study and a jobber supplement can be purchased from FAIR, 5100 Forbes Blvd., Lanham, Md. 20796.

New York dealers cancel Montreal convention

NEW YORK. — The Greater New York Automobile Dealers Assn. has canceled its plans for a convention in Montreal.

Instead, the association will hold its annual meeting June 26 at the Long Island Marriott Hotel.

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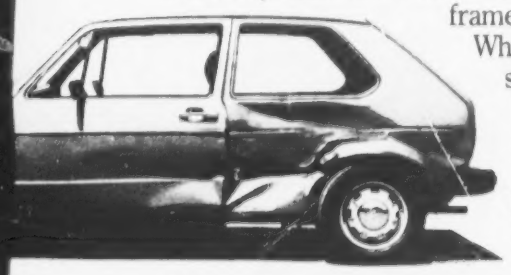

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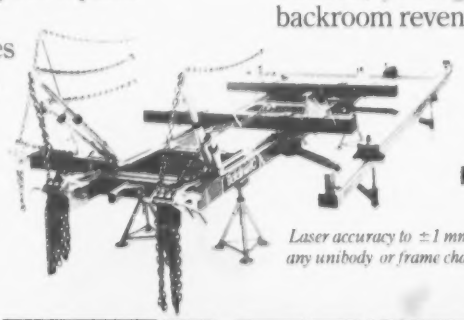

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Ford researcher presents his views

Analyst: Imports hike all car prices

EDITOR'S NOTE: *The following view of the import-domestic struggle and its affect on new-car prices is that of a Ford Motor Co. analyst. It is not an official position of the company.*

The "economies of scale" is an accepted concept — if you build 300,000 cars from one set of blueprints, the cost per unit is lower than if you build only 200,000.

The fact that imported cars have reduced domestic volumes, particularly in recent years, is obvious to all.

No analyst, academician or journalist I have ever met has disagreed with those two statements.

The only conclusion one can logically draw from those two accepted concepts is that imported cars have, by reducing domestic volume, increased the cost of domestic cars.

It also is well known that importers raise their prices at roughly the same rate as the domestic increases.

The end result is that all cars, both domestic and imported, now sell at a higher price than if only domestic cars were sold at the same total volumes.

Not only does logic support the contention that imported cars caused an increase in the price of all cars, the concept is fully supported by data.

As shown in the accompanying table, cars in 1973 were purchased in the U. S. for dollars earned by working 26.7 weeks. That was the lowest ever. And 1973 also was the highest volume year ever for domestic car sales.

Those two economic facts are inseparable — the highest volume gave buyers the lowest cost relative to weeks of work.

Imports have increased their share of market from 15.4 percent in 1973 to 25.9 percent in 1983, thus reducing domestic volumes.

In 1983, the average car cost 33.2 weeks of labor. This data clearly supports the logic that imported cars have increased the price of all cars.

It is agreed that federal mandates have increased the transaction price of cars (the transaction price is what the buyer pays, it is not the list price) but the transaction prices shown in the table have been adjusted for that factor.

The accumulated mandated cost from 1970 through 1983 is $1,213, and that accumulation would have occurred with or without imports, so mandated costs have been removed from the price data as the year-by-year accumulation occurred.

Not shown, but available, is the fact that the weeks of work required to buy a car declined from 1960 to 1973. This was a period of relatively low import growth, with domestic volumes experiencing long-term growth.

Another factor that requires discussion is the proliferation of models. A company building one million cars of a single nameplate each year has a lower per-unit cost than a company building 333,000 of Car A, 333,000 of Car B and 333,000 of Car C per year.

Nameplate proliferation increases per-unit costs unless total volumes expand. In the 1960-1973 period, there was considerable nameplate proliferation as small cars, small sporty cars and the various mid-size cars came into the market.

Long-term volume gains, manufacturing efficiency improvements and the lower prices of smaller cars offset these proliferation costs in 1960-1970. Proliferation costs were contained, as was the low-level encroachment of imports, in the 1960-1970 period.

After 1970, no significant increase in nameplates was seen, so nameplate proliferation was not a significant factor in the post-1973 increase in car transaction prices relative to wages.

As a side note, the highest-volume nameplate in 1970 was the full-size Ford, with 837,200 sales. In 1983, the highest volume was 326,300 for Escort (Cutlass and Cutlass Supreme combined were in the same range).

• At this point we have removed government mandates and model proliferation from the list of significant reasons for the 1974-1983 increase in price relative to wages.

There are other factors to consider. One is the recent voluntary upscale movement to more large cars and more options.

Those actions do affect short-term transaction price movements, but transaction prices increased relative to wages in 1979 and 1980 when the mix of cars was moving to smaller, more austere cars.

Transaction prices in 1979 and 1980 went up less than list prices, but still went up more than wage rates, thus increasing the number of weeks required to buy a car.

As a corollary note, in 1981 and 1982, the years of the lowest domestic volumes in modern times, list prices on domestic cars went up more than the inflation rate. I can find no other time that that happened.

We can now remove mix changes as a dominant long-term reason for the increase in transaction price vs. wages that began in 1974.

Another factor to consider is the secondary economic impact of imported cars. The primary

Continued on Page 52, Col. 3

Air-spring fault brings recall of 37,000 Lincolns

DEARBORN, — Ford Motor Co. is recalling approximately 37,000 '84 Lincoln Continental and Continental Mark VII cars for replacement of the solenoid valve that controls the leveling feature of the electronic air suspension system.

John P. King, service engineering manager of Ford Parts and Service Division, said that air suspension systems may become inoperative as a result of corrosion in the solenoid valve.

Ford said that about 1,000 of these vehicles equipped with 2.4-liter diesel engines also need replacement of the water-in-fuel sensor. The cars involved were built from the start of the '84-model production through April 4, 1984.

"The water-in-fuel sensor may be incorrectly wired, resulting in failure of the water-in-fuel warning lamp on the instrument panel to light," said King.

"If there is excess water in the diesel fuel and water is circulated to the injection jump, damage to fuel injectors could result."

We Care About Your Confidence!

Members of the National Auto Auction Association have always been strong supporters of the Federal Odometer Law and we encourage our customers to abide by this law. Evidence of our position is shown in the following resolution adopted by our Board of Directors, February 18, 1983:

RESOLVED, that whereas the National Auto Auction Association recognizes that the buyers of used vehicles, both private individual and automobile dealers, rely heavily on the odometer readings in determining the value of used vehicles, and

WHEREAS, the National Auto Auction Association acknowledges that odometer tampering throughout the nation, in both the private and public sectors creates severe problems for all segments of the automobile industry, and most especially for auto auctions, whose primary role is not of owner, but normally as a conduit for the sale, and

WHEREAS, the National Auto Auction Association was instrumental and is strongly supportive of the enactment of the legislation to prevent odometer tampering, and

WHEREAS, the National Auto Auction Association Code of Ethics states, "We will comply with the National, State and local laws and rules that regulate the conduct of the automobile auction business", and

WHEREAS, it is the belief of the National Auto Auction Association that the welfare of consumers, and dealers alike would be better served if the practice of odometer tampering by both the public and private sectors was totally eliminated, and be it

RESOLVED, that the National Auto Auction Association continues to show strong support for enforcement of the federal odometer law, and be it

FURTHER RESOLVED, that the National Auto Auction Association calls upon its members to support the law, and to work with local, state and federal authorities in their investigation, and be it

FURTHER RESOLVED, that the National Auto Auction Association believes that the final solution to the odometer problem lies not in the investigation or enforcement in only one aspect of the automotive industry, but in complete nation-wide enforcement which does not put any segment of an industry, at a competitive disadvantage, and be it

FURTHER RESOLVED, that the National Auto Auction Association calls upon all states to promptly adopt the universal title concept and to provide for the insertion of mileage on the title, and to take immediate steps to implement such a program, and be it

FURTHER RESOLVED, that the National Auto Auction Association strongly urges the manufacturers of automobiles, both domestic and import, to develop a tamper-proof odometer, and be it

FURTHER RESOLVED, that the National Auto Auction Association calls upon the congress of the United States to appropriate adequate funding, so that enforcement of the federal odometer law can be carried out on a uniform, and comprehensive basis through the nation, and be it

FURTHER RESOLVED, that all authorities involved with the investigation, enforcement, and adjudication of the perpetrators of this serious crime be directed to emphasize prompt investigations, strong enforcement, and to hand down severe penalties, including, but not limited to the suspension for one year of the business license of any automobile dealer who is convicted of violation of the odometer law, and be it

FURTHER RESOLVED, that private individuals who are found guilty of this serious crime also be handed down severe penalties including both fines and/or imprisonment for violation of the odometer regulation so as to protect the general public and consumer from such fraudulent acts.

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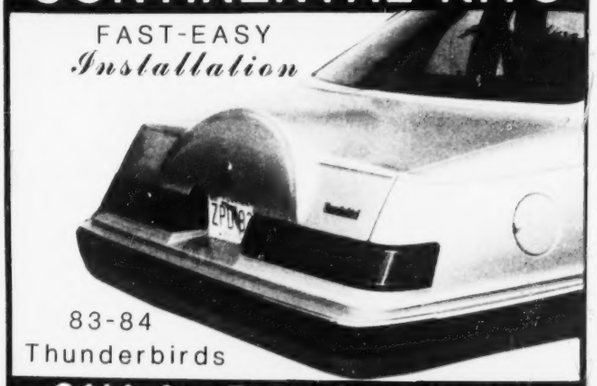
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Ford researcher presents his views

Analyst: Imports hike all car prices

Continued from Page 51

impact of imported cars — the one-for-one reduction of domestic cars — is well recognized. The secondary impact is seldom discussed.

In the secondary impact, the one-for-one substitution reduces the need for tires, steel, aluminum, etc. — the gut industries of our economy — and therefore reduces jobs in supplier industries, and those job reductions deepen recessionary cycles by reducing the purchase of shoes, clothing, appliances, etc., etc.

Recovery cycles also are limited by the secondary economic impact. Today's "recovery" with high unemployment is a real-life example.

• Yet another factor is the reduction in the mix of better-paying, goods-producing jobs.

Today, we have a "recovery" with high unemployment and, of the people working, we have a higher mix of lower-paying jobs than we would have if we had retained more of our basic, goods-producing industries.

In other words, the car-price/wage ratio is further hurt by the reduction of the productive, higher-paying jobs inherent in import-impacted industries.

Next, look at the price increases for imported cars. They increase at roughly the same rate as the increases on domestic cars. Obviously, all car prices have increased and all buyers pay more for cars.

Also, imports went up at the same rate as domestics prior to the unit limitation. The limitation has had no short-term effect on basic pricing policies of either the domestics or the importers. (A separate paper is available on that subject.)

This point — the importers raising prices at the same rate as domestics both before and during the unit limitation — is the factor that runs counter to all of the economic theories.

To put it bluntly, the importers don't react to economic theory, they react to profits. And they make profits by cutting domestic volumes, raising domestic prices and then matching the domestic price.

Another point — yes, it is true that competition has forced the domestic manufacturers to be even more efficient. Yet the higher volumes of the early 1970s gave buyers more car for less hours of wages. The increased efficiencies have not totally offset the loss of volume.

And finally, yes, the domestic auto industry, manufacturers and major suppliers, earned a 4 percent return on sales in 1983. But they lost much in the preceding years. There really isn't much room for lowering prices to test the market for additional marginal buyers.

In summary, it is known and agreed that lower volumes equal higher costs per unit. It is known and agreed that imports raise their prices at approximately the same rate as domestics. It is a fact that car prices have increased relative to wages since 1973, when imports began to seriously cut domestic volumes.

Yet everyone "knows" that imported cars are beneficial as they keep prices down. Their "knowledge" runs counter to both logic and fact, as both indicate that imports have increased the price of all cars in the U. S.

	Transaction Price, All Cars	Weeks Earnings To Buy Car	Import Share of Market (Pct.)
1970	$3,510	29.3	15.2
1971	3,709	29.1	15.4
1972	3,818	27.9	14.8
1973	3,877	26.7	15.4
1974	4,156	26.9	16.0
1975	4,546	27.8	18.3
1976	5,002	28.5	14.8
1977	5,378	28.5	18.4
1978	5,939	29.2	17.8
1979	6,400	29.1	21.7
1980	6,999	29.8	26.4
1981	7,866	30.8	27.1
1982	8,705	32.6	27.6
1983	9,317	33.2	25.9

Transaction Price: Bureau of Economic Analysis, Department of Commerce, adjusted by subtracting each year the accumulation of the Bureau of Labor Statistics, U.S. Department of Labor, values for mandated equipment. All cars, domestic and foreign.

Weeks Earnings to Buy: Nonsupervisory Gross Weekly Earnings, BLS applied to the transaction price shown.

Import Share: Manufacturers reported sales.

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Computer firm helps dealers figure replacement costs

NEW YORK. — Cost Information Systems has added capability for property appraisals of automobile dealerships.

Universal Underwriters Group integrated a computer-based property assessment system, developed by Cost Information Systems, into its building appraisal operation. The computer figuratively rebuilds each individual dealership building from the ground up in order to calculate replacement construction costs.

The result — according to Cost Information Systems, which is a division of McGraw-Hill Information Systems Co. — is an accurate replacement cost estimate that reflects each structure's special characteristics, as well as the prevailing construction labor rates and materials' costs of the community in which it is located.

Cost Information Systems said that it worked closely with Universal Underwriters to customize its replacement cost system to meet the special requirements of auto and heavy-equipment dealerships.

A detailed evaluation form is completed on-site by the insurance firm's agents. Completed forms, which provide a thorough structural profile, are sent to the firm's regional offices, where computer operators key in the data on terminals.

The Information is transmitted to Cost Information Systems, which generates a replacement cost estimate using its database of current costs for 12,000 construction components and labor rates for 22 trades in 620 zip code areas nationwide.

The estimates are then transmitted electronically to Universal Underwriters. The entire cycle takes as little as 48 hours.

Colorado court upholds license suspension

DENVER. — The Colorado Court of Appeals has upheld a license suspension ordered by the Colorado Motor Vehicle Dealer Licensing Board against Hayden Bros. Auto Sales, Sheridan, a used-car dealership owned by Bobby G. Hayden.

The Board ordered the dealership closed for 14 business days in May, 1980, after a hearing in which the dealer was found guilty of failing to deliver the title to a vehicle which it sold and employing an unlicensed salesman. Hayden appealed and the order was stayed during the appeal process.

U. S. cars up 22 pct. for March; imports slip

Month's registrations post solid gain

Continued from Page 1

cent, to 196,802 from 205,643 last year.

Total new-car registrations were 724,911 in March of 1983 and 782,327 in February of this year.

For the month, General Motors and Ford Motor Co. increased their portions of the market as American Motors and Chrysler joined the imports as losers. GM gained 4.30 percentage points and Ford was up 2.35 percentage points. AMC dropped 0.76 percentage points, Chrysler was down 1.31 percentage points, imports lost 4.57 percentage points and miscellaneous domestics disappeared to 0.00 percent from 0.01 percent.

• Of the individual domestic makes, Chevrolet made the most impressive gain in March, up 3.33 percentage points, to 16.84 percent from 13.51 percent of the total market last year.

GM's share of the domestics-only total was 60.97 percent this year, up from 58.85 percent in 1983. Ford climbed to 24.52 percent from 22.80 percent. Chrysler was squeezed back to 12.03 percent from 14.62 percent and AMC slipped to 2.48 percent from 3.72 percent. Miscellaneous domestics no longer held a piece of the market dropping to 0.00 percent from 0.01 percent.

The market-class breakout left intermediates with the largest segment, 27.18 percent. Imports were second with 23.80 percent, followed by compacts at 17.80 percent, subcompacts at 13.34 percent, standards at 10.57 percent and luxury models at 7.31 percent.

A year earlier, intermediates represented 25.12 percent, imports had 28.37 percent, compacts had 15.94 percent, subcompacts had 11.58 percent, standards had 13.83 percent and luxury cars had 5.16 percent of the total.

• Registrations for the first three months of 1984 were up 25.20 percent compared with the 1983 total, and up 40.71 percent from 1982. The corresponding figures were: 2,364,869 in 1984; 1,888,868 in 1983, and 1,680,629 in 1982.

Imports were up in the numbers but down in penetration in the first quarter. Their first-quarter total this year was 588,130 (24.87 percent of the market), up 5.44 percent from 557,780 (29.53 percent of the market) the first quarter of 1983.

Domestic registrations were up 33.48 percent, to 1,776,739 from 1,331,088. Two years ago the domestic total was 1,182,356.

For the quarter, GM and Ford showed strength and the competition faded. GM gained 3.13 percentage points and Ford was up 2.31 percentage points. Imports dropped 4.66 percentage points, Chrysler was down 0.14 percentage points, AMC was off 0.63 percentage points and miscellaneous domestics were erased.

Excluding imports, GM captured 59.86 percent of the first-quarter, 1984 market, up from 59.37 percent a year earlier. Ford climbed to 25.27 percent from 23.66 percent. Chrysler dropped to 12.23 percent from 13.24 percent. American Motors likewise fell, to 2.64 percent from 3.71 percent, and miscellaneous domestics had no share, down from 0.02 percentage points.

Increased staffs are reported for Ford dealerships

DETROIT. — Employment at Ford Motor Co.'s 5,600 dealerships across the U.S. has increased by 10 percent from year-ago levels, a company official said.

Dealership employment at the end of the first quarter was 171,962, compared with 156,230 in the corresponding period of 1983, according to Philip E. Benton Jr., vice-president, Sales Operations.

"The most significant employment increase was recorded in dealership new-vehicle sales staffs, which grew 15 percent from 35,212 a year ago to 40,640 currently," he said.

Employment changes in other dealership job categories during the period were as follows: Used-vehicle sales, 20,733, up 13 percent; parts sales, 19,164, up 6 percent; service, 67,783, up 9 percent, and administrative/clerical, 23,642, up 7 percent.

Olympic flame

This special Olympic version of the Sun Blazer GMC Jimmy four-wheel-drive conversion by ASC, Inc., is equipped with a special blue and white paint scheme and both a hard and soft top. ASC is in Southgate, Mich.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. Statistical Report
MARCH, 1984 VS. MARCH, 1983

	1984 Month	1984 Year	1983 Month	1983 Year
AMC Alliance FWD	8,062	23,792	13,591	33,281
Encore FWD	6,123	17,321		
Spirit			695	2,034
Concord			1,289	3,793
Concord SW			510	1,902
Eagle 4WD	313	1,099	1,040	2,924
Eagle 4WD SW	1,325	4,760	2,184	5,469
TOTAL AMC	15,823	46,972	19,308	49,403
Chrysler Laser FWD	4,095	12,005		
LeBaron FWD	6,578	18,246	6,363	15,073
LeBaron SW FWD	793	2,459	933	2,136
E-Class/New Yorker FWD	6,704	20,110	5,852	13,052
Cordoba			1,575	3,495
New Yorker Fifth Avenue/Newport	5,824	15,654	7,489	17,250
Imperial			205	546
Total	23,994	68,474	22,417	51,552
Plymouth Horizon FWD	6,806	19,219	4,075	9,680
Turismo FWD	3,704	9,974	2,856	6,604
Reliant FWD	9,003	25,474	13,038	28,065
Reliant SW FWD	3,337	9,812	4,801	10,341
Gran Fury	1,216	2,821	1,963	4,419
Total	24,066	67,300	26,733	59,109
Dodge Omni FWD	5,420	15,701	3,727	8,888
Charger FWD	4,360	11,552	3,117	7,341
Daytona FWD	3,632	9,969		
Aries FWD	6,286	19,286	7,703	20,330
Aries SW FWD	2,625	8,486	3,444	8,319
600 '84/400'83 FWD	1,802	4,929	3,155	7,544
Diplomat	1,562	3,430	2,396	5,474
Mirada			524	1,289
600 FWD	2,802	8,195	2,674	6,397
Total	28,489	81,548	26,740	65,582
TOTAL CHRYSLER CORP.	76,549	217,322	75,890	176,243
Ford Escort FWD	22,231	61,993	20,998	55,500
Escort SW FWD	7,099	20,456	7,928	19,900
EXP FWD	2,209	5,245	1,948	5,114
Fairmont			7,867	28,957
Tempo FWD	19,705	61,834		2
LTD	10,619	32,318	9,148	27,947
LTD SW	4,515	13,083	3,777	10,616
LTD Crown Victoria	10,801	28,466	9,839	24,531
LTD Crown Victoria SW	2,391	7,163	2,151	6,026
Mustang	10,460	31,465	10,209	26,708
Thunderbird	12,811	38,873	6,927	9,616
Total	102,841	300,896	80,792	214,917
Lincoln Town Car	6,968	15,166	3,897	10,853
Mark VII	2,937	9,702	2,330	6,339
Continental	1,788	4,822	1,565	4,520
Total	11,693	29,690	7,792	21,712
Mercury Lynx FWD	4,345	12,756	4,959	13,282
Lynx SW FWD	1,177	3,446	1,441	4,157
LN7 FWD			572	1,704
Capri	1,746	5,222	2,061	6,132
Zephyr			2,625	8,709
Topaz FWD	6,041	18,782		
Marquis	6,567	18,147	3,624	11,010
Marquis SW	1,058	3,166	1,038	3,216
Grand Marquis	10,275	26,726	8,501	21,868
Grand Marquis SW	1,233	3,510	1,191	3,171
Cougar	9,075	26,599	3,816	5,049
Total	41,517	118,354	29,828	78,298
Lincoln-Mercury Division Total	53,210	148,044	37,620	100,010
TOTAL FORD MOTOR CO.	156,051	448,940	118,412	314,927
Buick Skylark FWD	7,914	23,000	8,947	22,290
Skyhawk FWD	8,276	20,026	5,066	12,872
Skyhawk SW FWD	813	2,150	942	2,137
Century FWD	13,063	37,874	9,834	26,164
Century SW FWD	2,452	5,817		
Regal	16,329	47,444	18,706	45,574
Regal SW			1,209	3,202
LeSabre	12,185	34,007	10,335	25,266
Electra	5,786	17,411	5,583	14,363
Electra FWD	134	241		
Buick SW	1,257	3,412	1,703	3,910
Riviera FWD	4,490	12,978	3,773	10,323
Total	72,699	204,360	66,098	168,101
Cadillac Deville	10,063	29,398	10,340	26,612
DeVille FWD	90	203		
Cimarron FWD	1,519	4,498	1,682	4,494
Fleetwood and Chassis	3,773	11,718	3,663	10,063
Fleetwood FWD	32	90		
Eldorado FWD	5,291	15,931	5,271	14,064
Seville FWD	2,808	8,239	2,421	6,371
Total	23,576	70,077	23,377	61,604
Chevrolet Chevette	16,267	46,160	14,833	39,476
Camaro	16,117	44,041	13,264	35,184
Cavalier FWD	21,693	59,201	11,293	27,912
Cavalier SW FWD	7,142	19,744	4,028	9,488
Citation FWD	14,520	26,042	8,178	26,121
Malibu			4,915	12,327
Malibu SW			4,683	11,773
Celebrity FWD	19,298	55,513	9,781	28,728
Celebrity SW FWD	9,360	18,876		
Monte Carlo	12,539	33,127	7,789	21,141
Impala	4,340	11,865	3,745	9,499
Caprice	12,209	34,240	9,957	25,232
Chevrolet SW	4,622	12,879	4,477	10,959
Corvette	2,528	7,144	968	3,130
Total	140,635	368,832	97,911	260,970
Oldsmobile Omega FWD	3,350	10,628	4,329	11,147
Firenza FWD	3,543	9,631	2,332	6,413
Firenza SW FWD	1,179	3,117	906	2,087
Cutlass Ciera FWD	17,148	48,660	12,496	31,714
Cutlass Ciera SW FWD	3,402	7,907		
Cutlass Supreme/Calais	31,450	87,030	26,340	63,414
Cutlass SW			1,856	4,799
Delta 88	19,116	51,860	17,398	42,513
98	8,037	26,125	9,188	23,589
98 FWD	253	459		
Oldsmobile SW	2,777	7,427	2,193	5,403
Toronado FWD	3,214	9,672	2,954	7,813
Total	93,469	265,516	79,992	198,892
Pontiac 1000	2,175	6,524	2,531	7,790
Firebird	8,597	22,781	7,367	20,549
2000 Sunbird FWD	8,744	22,889	5,561	13,131
2000 Sunbird SW FWD	1,067	2,853	905	2,257
Phoenix FWD	989	3,277	2,353	7,289
Bonneville	5,783	17,300	5,458	13,379
Bonneville SW			1,083	2,896
6000 FWD	8,535	23,470	5,877	15,728
6000 SW FWD	1,738	4,329		
Grand Prix	6,358	17,912	7,096	17,679
Parisienne	2,996	8,300		
Pontiac SW	1,313	3,374		
Fiero	9,394	24,651		
Total	57,689	157,660	38,231	100,698
TOTAL GM CORP.	388,068	1,063,445	305,609	790,265
Checker			28	183
Miscellaneous Domestic	18	60	49	250
Domestic Station Wagon Total	62,675	168,226	53,383	134,164
Domestic Grand Total	636,509	1,776,739	519,268	1,331,088
Import Total	198,802	588,130	205,643	557,780
Grand Total All Registrations	835,311	2,364,869	724,911	1,888,868

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. New York and Oklahoma 1984 registrations compiled from manufacturers' sales records. Oklahoma 1983 figures not available.

In some Galants, Starions

Mitsubishi introduces 3-valve engine

By John Hartley
Staff Correspondent

TOKYO. — Intent on gaining some ground in the specialty-car market, Mitsubishi has introduced a novel three-valve engine design.

The engines are being fitted in some versions of the Galant front-drive sedan and the Starion coupe.

There are two inlet and one exhaust valves per cylinder, but at low speeds only one inlet is opened. At high speeds, both are operated and in this way Mitsubishi claims performance at all speeds is improved.

Based on the 2-liter Sirius engine, the new Sirius Dash unit is available in turbo form only. The 12 valves are all operated from a single overhead camshaft via rockers, as on the new range of Honda engines and the combustion chamber is part spherical.

To obtain this dual mode of operation, an unusual form of valve actuation is used. The primary inlet valve is operated in the normal way, so that it is opened and closed at all speeds.

However, the rocker for the secondary valve incorporates a device to allow the valve to remain inoperative at low engine speeds. In fact, this is the same mechanism that is used by Mitsubishi on the modulated-displacement engine fitted to the small Lancer sedan.

In normal circumstances, the secondary valve comes into operation at speeds over 2,500 RPM. At lower speeds, only the small primary inlet valve is opened — it is 1.14 inches in diameter—so the mixture enters the cylinder in a highly turbulent fashion.

To give good breathing at high speeds, the secondary valve is 1.46 inches in diameter.

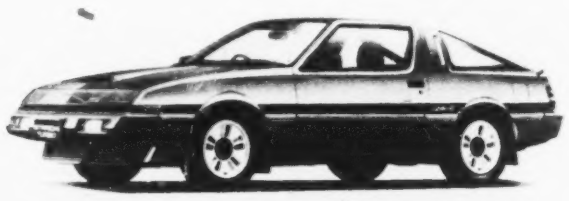
The Sirius Dash is a fuel-injection engine, but it is unusual in that there are two injectors spraying fuel into the intake manifold. With the new system, only one of the injectors operates below 2,500 RPM, so the fuel flow can be more easily balanced to the air flow.

There is also a two-stage wastegate control for the TC-05 turbocharger so maximum boost is available at all times.

With these modifications, Mitsubishi has been able to increase the power output of the Sirius engine. Torque is increased from 180 pounds-feet at 2,500 RPM to 205 pounds-feet at the same speed, so the car should accelerate very rapidly.

Because this engine is expensive, the concept is applied to the turbocharged version only and it is to be offered in only one Galant and one Starion model.

Mitsubishi aims to sell only 300 units in Japan monthly and has no plans to export it.



Three-valve engine for Starion, Galant

Some Mitsubishi Starion coupes (above) and Galant front-drive sedans are being fitted with a novel three-valve engine. There are two inlet and one exhaust valves per cylinder.

96.1 percent of Interstate System is open

WASHINGTON. — Federal Highway Administrator Ray A. Barnhart announced that 96.1 percent of the nation's Interstate Highway System is open to traffic.

Barnhart said that 40,835 miles of the 42,500-mile system have been brought into service. Included in the total are 83 miles that were put into service during 1983.

He added that various improvements are still required on some portions of the open Interstate System. These improvements range from the construction of additional lanes and control of access to the posting of signs along roadsides and other final phases of construction.

"Construction is under way on 579 new miles of Interstate highways," Barnhart said. "Engineering or right-of-way acquisition prior to actual highway construction is in progress on an additional 865 miles."

In addition, route location approval is pending on 64 miles for which public hearings have been held, while 157 miles have not yet advanced to the public hearing stage.

When completed, the Interstate System will consist of 32,730 miles of rural and 9,770 miles of urban highways, for a total of 42,500 miles. Currently, 31,756 miles, or 97 percent of the rural mileage and 9,075 miles, or 92.9 percent of the urban mileage, are open to traffic.

factories list auction dates

Continued from Page 55

June 28—Minneapolis Northstar Auto Auction, Shakopee, Minn.; Evansville Auto Auction, Evansville, Ind., and Todd Auto Auction, Telford, Pa.

Ford Motor Co.

June 12—Harrisonburg Auto Auction, Harrisonburg, Va.

June 13 — Northway Exchange, Clifton Park, N. Y.; Brasher's South California Auto Auction, Fontana, Calif.

June 14—Arena Auto Auction, Chicago; Dallas Auto Auction, Dallas.

June 20—Concord Auto Auction, Acton, Mass.; Lakeland Auto Auction, Lakeland, Fla.

June 21—Nashville Auto Auction, Nashville; 166 Auto Auction, Springfield, Mo.

June 27—Golden Gate Auto Auction, Fremont, Calif.; Minneapolis Northstar Auto Auction, Shakopee, Minn.

June 28—Aptco Auto Auction, Taylor, Mich.; Skyline Auto Exchange, Fairfield, N. J.

June 29—Denver Auto Auction, Englewood, Colo.

General Motors

June 12—Florida Auto Auction of Orlando, Ocoee, Fla., and Southern Auto Auction, East Windsor, Conn.

June 13—Kansas City Automobile Auction, Kansas City, Mo.

June 14 — Indianapolis Auto Auction, Indianapolis, Ind.

June 19—166 Auto Auction, Springfield, Mo.

June 20—Clanton's Auto Auction, Darlington, S. C., and Salt Lake City Auto Auction, Salt Lake City, Utah.

June 21—Butler Auto Auction, Gibsonia, Pa., and Arena Auto Auction, Chicago, Ill.

June 26—South Seattle Auto Auction, Inc., Kent, Wash.

June 27—Brasher's Auto Auction, Fontana, Calif.

June 28 — Aptco Auto Auction, Taylor, Mich.; Dallas Auto Auction, Grand Prairie, Tex., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Model breakdown
Auction Averages

	JUNE	MAY	APRIL
1984	$11,336	$11,393	$13,891
1983	8,513	9,040	8,850
1982	6,335	6,165	6,589
1981	5,253	5,193	5,344
1980	5,142	4,345	4,621
1979	4,590	3,671	4,008
1978	2,671	2,431	2,910
1977	2,160	1,893	2,159
Overall Average	$ 5,403	$ 5,372	$ 5,418

Used Car Sales
Auction Averages

June to date	$5,403
Month ago	$5,695
Year ago	$5,303

White is silver

G. W. White Jr., Gordon White Motors, Inc., Cuthbert, Ga., receives a 25-year-dealer award from J. A. Martabano, Oldsmobile's Jacksonville (Fla.) zone manager.

classified want ads

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Use Automotive News
Classified Section

As total tops a million

May new-car sales best since '79

Continued from Page 2

year-ago total with 12,366 last month compared with 3,288 a year earlier.

There were 26 selling days this May compared with 25 in 1983. On a daily-rate basis, sales for the month were up 22.59 percent to 30,895 from 25,202.

GM moved up to 61.46 percent from 60.10 percent of the domestic market last year, and Ford was up to 22.16 percent from 21.73 percent. Chrysler lost ground, down to 11.81 percent from 13.40 percent, AMC dropped to 1.88 percent from 2.90 percent and VW slipped to 1.15 percent from 1.35 percent. Honda grew to 1.54 percent from 0.52 percent in 1983.

Two domestic makes — Buick and Oldsmobile—reported best-ever sales in May, setting records not only for the month but for any month in their sales histories.

Several imports also announced record sales in May, including top-seller Toyota, Volvo, Mercedes-Benz and Audi. Saab had its best May and strung its line of consecutive record months to 26. BMW reported an any-month record of 7,457 sales in May.

Imports dropped to 23.26 percent of the market in May from 24.69 percent last year. They were up from the unusually low 19.47 percent earned in April, 1984.

Market segments for the total market, May, 1984, were as follows: Intermediates at 26.62 percent, compacts at 18.62 percent, subcompacts at 13.28 percent, standards at 10.74 percent, luxuries at 7.48 percent and imports at 23.26 percent.

Excluding imports, the market was made up of intermediates at 34.69 percent, compacts at 24.27 percent, subcompacts at 17.30 percent, standards at 14.00 percent and luxury models at 9.74 percent.

Third-period domestic sales were up 33.82 percent, to 338,236 from 252,748 a year ago, highest for that period since 353,408 in 1978. GM passenger-car sales of 205,314 were record-setting and also were the best for any 10-day period in more than three years.

Along with GM's 34.21-percent increase was a 35.17-percent sales climb for Ford, a 22.18-percent jump for Chrysler and a 42.93-percent gain for VW. AMC dipped 9.05 percent while Honda multiplied its year-ago sales by six.

Where auto market was in May

	Total Sales	Pct. of Total
SUBCOMPACT	138,991	13.28
COMPACT	194,921	18.62
INTERMEDIATE	278,671	26.62
STANDARD	112,450	10.74
LUXURY	78,240	7.48
IMPORT	243,532	23.26
TOTAL	1,046,805	100.00

Glimmer of hope seen in German auto strike

Continued from Page 8

costs and reduce competitiveness, therby jeopardizing job projects over the longer term.

However, an offer by the Baden-Wurttemberg employers of a two-stage reduction for line workers to 38 hours was quickly rejected by the union. The employers said it would create 23 percent more jobs: The union said it would add only 14 percent.

• Focal points for the strike actions are in the states of Baden-Wurttemberg (where Bosch and other suppliers are located) and Hesse (Adam Opel and other component makers). The action by some 25,000 of IG Metall's 2.6 million members has resulted in about 350,000 workers paid off or locked out in companies across the country.

The longer-term effects of the strike are being watched closely by other parties outside the Federal Republic. Trade unionists have agreed to press toward a Euroean-wide acceptance of the 35-hour week, so the events are being monitored by IG Metall's opposite numbers in France, Italy and the UK — and by the UAW in the U.S.

The terms of the settlement will set the tone for demands in other industrialized countries.

U.S. CAR SALES BY MARKETING UNITS

	May, 1984	May, 1983	5 mos., 1984	5 mos., 1983
Chevrolet	178,439	122,471	722,953	523,623
Ford	115,477	93,818	546,188	395,102
Oldsmobile	113,465	92,265	507,148	410,659
Buick	96,416	81,234	413,577	344,354
Toyota	60,506	50,147	211,622	225,631
Pontiac	76,076	55,816	318,378	204,275
Nissan	52,374	44,621	197,847	221,465
Mercury	48,014	34,785	221,693	153,098
Honda	46,665	36,946	219,614	160,963
Dodge	38,545	34,408	176,124	147,473
Plymouth	31,847	35,091	144,899	135,451
Cadillac	30,006	26,891	136,305	117,766
Chrysler/Imperial	29,773	22,792	133,144	103,904
AMC-Renault	16,068	21,621	84,701	97,196
Mazda	16,154	14,515	67,807	73,815
Volkswagen of America	31,584	18,699	130,740	89,478
Subaru	14,305	12,995	64,243	65,089
Lincoln	14,515	8,293	62,109	39,867
Volvo	10,210	8,421	47,808	39,524
Mercedes-Benz	6,919	6,630	34,600	28,952
BMW	7,457	4,706	30,290	20,647
Mitsubishi	4,016	2,300	16,487	11,249
Saab	2,602	2,014	14,707	10,794
Isuzu	1,676	1,098	6,342	7,755
Jaguar	1,603	1,658	7,045	6,152
Peugeot	1,743	1,173	8,040	5,990
Fiat	.....	752	.....	3,627
Alfa Romeo	350	340	1,371	1,238
TOTAL	1,046,805	836,790	4,525,509	3,645,377

Chevrolet includes Sprint; Honda includes imports and domestics; VWoA includes all VWs plus Porsche and Audi; Fiat includes Lancia; Dodge includes Colt, Challenger, Vista; Plymouth includes Colt, Challenger and Vista.

IMPORTED CAR SALES

	May, 1984	May, 1983	5 mos., 1984	5 mos., 1983
Alma Romeo	350	340	1,371	1,238
Audi	7,620	3,965	32,009	16,650
BMW	7,457	4,706	30,290	20,647
Chevrolet Sprint	732	.....	732	.....
Conquest/Challenger	244	1,624	1,965	6,696
Plymouth Colt	1,857	2,413	11,663	11,957
Dodge Colt	1,872	2,569	13,106	13,970
Fiat	.....	685	.....	3,226
Honda	34,299	33,658	165,991	149,350
Isuzu	1,676	1,098	6,432	7,755
Jaguar	1,603	1,658	7,045	6,152
Lancia	.....	67	.....	401
Mazda	16,154	14,515	67,807	73,815
Mercedes-Benz	6,919	6,630	34,600	28,952
Mitsubishi	4,016	2,300	16,487	11,249
Nissan	52,374	44,621	197,847	221,465
Peugeot	1,743	1,173	8,040	5,990
Porsche	2,162	1,616	10,745	8,923
Renault	937	3,329	5,145	12,342
Saab	2,602	2,014	14,707	10,794
Conquest/Sapporo	233	1,294	1,668	5,170
Subaru	14,305	12,995	64,243	65,089
Toyota	60,506	50,147	211,622	225,631
Vista	1,079	.....	4,892	.....
Volkswagen	12,582	4,907	50,684	31,514
Volvo	10,210	8,421	47,808	39,524
TOTAL	243,532	206,746	1,006,809	978,500

SERVICE INDEX 115.1*

	April, '84 vs. April, '83	4 mos., '84 vs. 4 mos., '83
Gross Profit on All Labor and P&A Sales	+16.8%	+18.9%
Repair Orders Written	+ 6.3%	+10.3%
Total Labor Sales (Customer & Warranty)	+15.4%	+17.4%
Shop Parts Sales (Customer & Warranty)	+21.4%	+24.1%
Sales of All Parts and P&A	+17.9%	+22.5%

*—Survey by Automotive News shows that dealers' service and parts business in April, 1984, was 115.1 percent of business in April, 1983. Service business in the four months of 1984 was 118.6 percent of business in the corresponding period in 1983.

Service Index advances again

Continued from Page 1

Index are averages compiled from reports on shop business from a cross-section of the nation's new-car dealers.

For the four-month period of 1984, service and parts business in dealerships was 118.6 percent of the volume for the same period of 1983.

Shop parts sales escalated 24.1 percent during the period, while sales of parts and accessories were up 23.1 percent, and gross profit climbed 18.9 percent.

Labor sales increased 17.4 percent for the January-April period, while repair orders written jumped 10.3 percent.

DOMESTIC CAR SALES

	May 20 to May 31, 1984	Same Period, 1983	May, 1984	Same Month, 1983	Jan. 1 to May 31, 1984	Same Period, 1983
Alliance	3,000†	.....	7,960	12,163	41,629	58,680
Encore	2,729†	.....	5,269	.....	28,695	.....
Renault Total	5,729†	.....	13,229	12,163	70,324	58,680
Spirit	.....	.....	.....	791	.....	3,127
Concord	.....	.....	.....	2,951	.....	9,376
Eagle	902†	.....	1,902	2,386	9,232	13,671
AMC Total	902†	.....	1,902	6,128	9,232	26,174
AMERICAN MOTORS	6,631	7,291	15,131	18,291	79,556	80,894
Horizon	2,886	2,327	6,832	5,404	34,532	19,245
Turismo/TC3	2,101	1,712	4,639	3,940	20,011	14,296
Reliant	6,856	6,984	15,635	19,779	67,559	75,054
Plymouth	961	983	2,122	2,261	7,106	9,729
Plymouth Total	12,804	12,006	29,228	31,384	129,208	118,324
Laser	2,642	.....	5,533	.....	23,649	.....
LeBaron K	4,347	3,237	9,861	7,919	41,942	33,525
Cordoba	.....	484	.....	1,349	136	6,780
Fifth Avenue	2,816	2,654	6,794	7,014	31,175	34,894
E-Class	1,263	1,161	3,026	2,867	14,022	15,126
New Yorker E	1,881	1,412	4,559	3,524	22,220	12,677
Chrysler Total	12,949	8,948	29,773	22,673	133,144	103,002
Total Imperial	.....	44	.....	119	.....	902
Omni	2,491	2,088	5,899	4,775	29,311	17,235
Charger/024	2,047	2,059	4,959	4,695	22,842	16,583
Daytona	1,991	.....	4,339	.....	19,866	.....
Aries	5,076	5,037	11,669	11,802	50,836	52,426
Dodge 400	1,126	1,274	2,482	3,172	10,301	13,984
Diplomat	1,076	1,087	2,750	2,925	9,209	12,408
Mirada	.....	163	.....	452	282	2,372
Dodge 600	1,516	914	3,781	2,394	15,874	11,799
Dodge Total	15,323	12,622	35,879	30,215	158,521	126,807
CHRYSLER CORP.	41,076	33,620	94,880	84,391	420,873	349,035
EXP	1,209	1,005	2,858	2,670	11,585	9,568
Escort	13,330	14,106	31,953	36,043	147,092	143,041
Mustang/Mustang II	5,187	4,119	12,529	11,245	57,016	49,036
Tempo	9,086	2,421	20,142	2,421	104,677	2,421
Fairmont	.....	1,105	.....	2,920	.....	30,900
Granada	.....	.....	.....	.....	.....	3,751
Thunderbird	5,532	4,806	13,152	12,343	68,079	38,662
LTD '83	7,143	4,900	18,702	15,390	85,756	62,592
Crown Victoria	6,353	3,628	16,141	10,786	71,983	55,131
Ford Division	47,840	36,090	115,477	93,818	546,188	395,102
LN7	.....	277	.....	645	.....	2,821
Lynx	2,501	3,603	6,104	8,412	28,399	34,400
Topaz	2,389	943	6,134	943	30,844	943
Zephyr	.....	535	.....	822	.....	10,235
Cougar	.....	.....	.....	.....	.....	906
XR-7	4,269	2,939	10,374	7,562	49,793	22,627
Capri	628	819	1,623	1,783	8,502	9,505
Marquis '83	3,923	2,279	10,010	5,639	43,619	25,076
Grand Marquis	5,202	3,098	13,769	8,979	60,536	46,585
Total Mercury	18,912	14,493	48,014	34,785	221,693	153,098
Continental ('82)	1,750	378	3,044	992	10,360	6,902
Lincoln	3,236	2,092	8,455	4,773	35,265	21,057
Mark VI	1,242	938	3,016	2,528	16,484	11,908
Lincoln Total	6,228	3,408	14,515	8,293	62,109	39,867
L-M Division	25,140	17,901	62,529	43,078	283,802	192,965
FORD MOTOR	72,980	53,991	178,006	136,896	829,990	588,067
Skyhawk J	6,633	3,802	14,976	8,577	52,550	33,342
Skylark	4,842	5,152	10,845	10,768	45,832	44,836
Century	9,492	5,349	21,150	12,241	94,650	51,020
Regal	7,913	8,869	19,836	22,706	88,686	101,043
LeSabre	6,240	6,046	14,813	14,930	69,869	62,108
Electra	4,754	3,057	9,991	7,838	38,231	31,620
Riviera	2,110	1,653	4,805	4,174	23,759	20,385
Buick Division	41,984	33,928	96,416	81,234	413,577	344,354
Cimarron	641	680	1,621	1,761	7,796	8,208
Seville	1,356	1,042	3,518	2,766	14,707	11,885
Cadillac	7,458	5,813	18,391	16,327	83,621	71,217
Eldorado	2,570	2,379	6,476	6,037	29,281	26,456
Cadillac Division	12,025	9,914	30,006	26,891	136,305	117,766
Chevette	7,969	6,450	18,514	15,144	83,870	74,150
Cavalier	17,991	10,286	41,627	23,996	161,479	87,819
Citation	4,713	3,889	10,182	10,701	46,680	46,576
Camaro	10,057	6,616	23,210	16,519	89,986	69,898
Celebrity	16,614	5,474	38,265	13,166	14,924	55,886
Malibu	33	3,791	70	9,405	845	46,100
Monte Carlo	5,718	3,381	13,744	8,205	67,781	39,153
Chevrolet	13,162	8,709	29,495	22,025	115,913	93,251
Corvette	1,109	1,041	2,600	3,310	12,644	10,790
Chevrolet Division	77,366	49,637	177,707	122,471	722,221	523,623
Firenza	2,455	1,867	6,528	4,817	26,261	18,747
Omega	1,840	2,075	5,137	5,354	20,855	23,409
Cutlass/Ciera	10,186	5,332	28,335	15,694	116,746	64,909
Cutlass Supreme	12,162	10,470	34,348	30,514	165,169	140,417
Olds 88	10,356	7,884	27,967	22,835	120,316	100,371
Olds 98	2,778	3,314	7,309	9,638	40,513	46,851
Toronado	1,427	1,198	3,841	3,413	17,288	15,955
Oldsmobile Division	41,204	32,140	113,465	92,265	507,148	410,659
Fiero	3,587	.....	9,954	.....	48,639	.....
T1000	1,176	1,794	2,592	3,687	11,886	14,480
J2000	6,893	5,255	14,984	10,605	54,281	35,493
Phoenix	968	1,500	1,789	3,115	6,616	12,247
Firebird	5,109	4,725	11,900	9,544	46,900	37,481
A6000	6,045	4,397	13,910	8,721	58,733	32,197
Bonneville ('82)	3,050	4,094	7,157	8,588	32,552	33,205
Grand Prix	3,608	4,350	8,393	9,130	35,384	36,363
Pontiac	2,299	1,244	5,393	2,426	23,383	2,809
Pontiac Division	32,735	27,359	76,076	55,816	318,378	204,275
GENERAL MOTORS	205,314	152,978	493,670	378,677	2,097,629	1,600,677
VOLKSWAGEN	5,537	3,874	9,220	8,509	37,302	32,637
HONDA	6,698	1,000	12,366	3,288	53,623	11,613
Domestic Total	338,236	252,748	803,273	630,099	3,518,700	2,666,877
Import Total	.....	.....	243,532	206,746	1,006,809	978,500
Industry Total	.....	.....	1,046,805	836,790	4,525,509	3,645,377

† estimate

Automotive News World Outlook shows

Next decade to bring tougher sales fight

Continued from Page 1

—have enjoyed unprecedented gains in the U.S. market lately, in sales volume and in profits because of the strong dollar against European currencies.

The U.S. has become an important part of the European auto makers' marketing schemes and, as the economies of many European nations stagnate, it will become increasingly more vital, Lawson said.

The recovery already has waned in many European nations, and automotive sales have peaked.

• Germany's car market has stalled because of uncertainty over exhaust pollutant legislation to go into effect in 1986. Potential car buyers have held off on purchases pending the outcome of that legislation.

German auto makers, particularly BMW, Daimler-Benz and Audi, expect their main growth this year to continue to be in the U.S., DRI said.

France, too, is experiencing political and economic turmoil, and its domestic-car market is expected to turn downward for the next few years.

Britain's market remains questionable, and only Italy will continue to recover and grow, according to DRI.

The result will be that European auto makers, searching for sales and profit growth, will turn to the U.S., Lawson said. Nearly all plan model-line expansions and production increases targeted at the U.S. market.

Volvo, for example, has expanded its 700 series. Audi, following its split from Porsche, will try to double its U.S. sales. Daimler-Benz already has introduced its new 190 model and has a high-performance variation on the way. Saab soon will add to its lineup. Renault, despite statements to the contrary, probably will export its R-25 model to the U.S. Peugeot and Alfa Romeo also are planning to introduce new U.S. models.

"(The European auto makers) are continuing to be very aggressive and pushing hard in the U.S., but that push is coming out of a fixed pie. It's not riding a crest of growth in the U.S. market," Hammond said.

He added that all this attention to the U.S. is apt to trigger increased pressure to require some kind of legislative restraint such as a domestic content car and, again, the Japanese auto companies will be ahead of the pack.

"By the time (the European auto makers) really get cranked up to substantially increase their production, they'll be running right into this buzzsaw, that is, the protectionism problem," Hammond said.

• Nevertheless, the protectionism problem will not be an easy one to solve as joint ventures among auto makers proliferate.

"For example, Hammond said, "if Ford and Mazda produce jointly a car in Mexico and bring it to the U.S., do you treat that car as Japanese or Mexican, where you might give it favorable treatment as we do with the Canadians? Or are they Ford cars, in which case they're really coming from domestic manufacturers?"

A less ominous threat to U.S. car manufacturers, Lawson said, is automobiles built in Third World countries, many of which have ambitious production plans that can be met by only exporting to the developed world. However, those countries will have difficulty winning more than a toehold in developed nations.

Meanwhile, U.S. car makers will not sit still. They will continue to pump profits into productivity improvement to better compete against Japanese producers.

Hammond said it may take even more dramatic moves to fight the high-performance, high-ticket European competition, such as a move similar to Ford Motor Co.'s in importing a luxury car—the Merkur—from its European subsidiary under a new nameplate.

"And, you have to believe that some of these rumblings about diversification is predicated, in part, on what may be an inability to expand operations in the future, at least the traditional car operations," he noted.

At the same time, U.S. auto makers, and many of the world's car companies, will look for expanding markets. Though Europe and the U.S. make up two-thirds of the world's automobile consumption, growth in the mature industrialized world will be rather slow. Growth rates over the decade in the developed world will range from 11 to 21 percent.

Worldwide sales will be more than 36 million by the end of the decade, or more than 10 percent above the peak year of 1978, DRI said. This year's level will hit 31 million, just ahead of 1979's total.

"The majority of sales will be in the industrialized nations. The question is how quickly can they make those sales grow," said Hammond. "And the answer is probably not all that fast."

Third World countries will experience the most significant growth in the next decade, DRI said. The economies of Asia and the Pacific, Latin America and parts of Africa and the Middle East will grow at rates of 6 to 7 percent annually.

But, again, the Japanese will have a headstart, in part, because of their proximity to some of the leading Third World nations.

AUTOMOTIVE NEWS WORLD OUTLOOK
Generated by Data Resources, Inc.
(Thousands of Units)

	1983	1984	1985	1986	1987	1988	1989	1990
NEW-CAR REGISTRATIONS								
Western Europe*	10,474	10,436	10,869	10,996	11,202	11,397	11,590	11,613
North America (sales)	9,178	10,602	10,600	10,523	10,800	11,146	11,551	11,862
Japan	3,136	3,167	3,255	3,386	3,348	3,452	3,507	3,595
NEW-TRUCK SALES								
Western Europe**	1,096	1,096	1,123	1,155	1,160	1,177	1,212	1,218
United States	2,967	3,798	4,002	3,896	4,087	4,188	4,310	4,491
CAR PRODUCTION								
Western Europe*	11,104	11,053	11,375	11,374	11,481	11,647	11,836	11,866
North America	7,715	9,456	8,694	8,421	8,533	8,645	9,042	9,139
Japan	7,152	7,254	7,485	7,658	7,705	7,904	8,068	8,224
TRUCK PRODUCTION								
Western Europe**	1,414	1,425	1,466	1,532	1,547	1,577	1,622	1,634
United States	2,648	4,135	3,551	3,627	3,997	4,005	4,136	4,334

*—Includes Germany, France, United Kingdom, Italy, Netherlands, Belgium, Denmark, Ireland, Greece, Sweden, Norway, Finland, Switzerland, Austria, Spain and Portugal.

**—Includes Germany, France, United Kingdom, Italy, Spain, Sweden, Netherlands and Belgium.

Undercover agents talked of heroin deal for DeLorean

By Matt DeLorenzo
Los Angeles Reporter

LOS ANGELES. — Cross-examination of the government informant in the DeLorean drug trafficking case here continued last week with the revelation that undercover agents considered using heroin in the drug deal that netted the former auto maker.

James Timothy Hoffman told the court that FBI and DEA agents considered using Hoffman's contacts in Thailand to arrange a heroin buy to become a part of the sting operation.

However, Hoffman said the idea was abandoned when it was decided that the heroin would be difficult and time-consuming to get.

Under questioning by DeLorean's attorney, Howard Weitzman, Hoffman said there was talk "about the possibility of actually taking the $2 million Mr. DeLorean said he was going to come up with" and move the investigation to include "a very large heroin source out of Thailand.

• One of the factors that led to the cancellation of the plan was that Hoffman was afraid that he might be arrested if returned to Thailand—turned over by former drug associates who may have become informants.

The key witness in the government's case continued to stick to his testimony that the former auto maker suggested the drug deal to save the ailing DeLorean Motor Co.

Nissan plant fully flexible

Continued from Page 3

ing significant savings of time and money.

4. The system can easily be adjusted to accommodate fluctuations in production volume.

The FMS line was introduced at Industrias NIPOMEX del Centro, S.A. de C.V., a Nissan joint venture company in Mexico that produces transaxles for Nissan Mexicana, S.A. de C.V., a wholly owned subsidiary of Nissan.

Nissan plans to introduce similar FMS lines for engine parts production in other overseas production facilities.

Chrysler gives a P-car peek; bonuses are OK'd

Continued from Page 2

jectives and make Chrysler even stronger, we've got to be competitive and reward them."

As for union representation on Chrysler's board of directors, Iacocca said discussions have been held and a decision must be made in the next few months. Former UAW President Douglas Fraser's term ended the day of the annual meeting.

Iacocca also served up a special treat to shareholders—a nickel boost in the quarterly dividend.

Iacocca announced the auto maker's board increased the dividend to 20 cents a share. The dividend is payable July 16 to shareholders of record on June 18.

• Iacocca said Chrysler will spend $65 million this year on common dividend payouts.

He called the dividend increase more evidence that Chrysler's turnaround "is complete—something for the history books."

Following the meeting, which lasted an hour and 50 minutes, Chrysler shareholders were invited to Chrysler's 20,000-square-foot pavilion at the nearby World's Fair and Exposition, where Iacocca unveiled Chrysler's new H-cars, the Dodge Lancer and Chrysler LeBaron GTS. They go on sale in January. Chrysler hopes for 100,000 sales per year of the new model.

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IMPORT SALES BY MODEL

	April, 1984	April, 1983	4 Mos. 1984	4 Mos. 1983
Alfa Romeo	312	289	1,021	898
Audi	7,093	3,392	24,389	12,735
4000	1,654	1,103	5,444	3,659
4000d	...	108	...	640
5000/S	4,220	1,025	14,417	4,070
5000/td	...	632	...	2,152
5000S turbo gas	516	...	1,946	...
Coupe	349	220	1,248	1,013
Quattro	6	23	14	200
4000S Quattro	348	...	1,320	...
Tourist	...	44	...	94
BMW	7,438	3,334	22,833	15,941
325	1,800	...	2,220	...
318/320	3,185	1,372	12,383	8,912
528/533	1,430	1,250	4,639	4,554
633	291	247	1,002	832
733	733	465	2,590	1,643
Chrysler/Mitsubishi	5,538	6,913	28,009	29,893
Colt	3,801	4,546	21,040	20,945
Conquest/Sapporo/Challenger	883	2,367	3,156	8,948
Vista	854	...	3,813	...
Fiat	...	773	...	2,541
Strada	...	55	...	242
Brava	...	10	...	61
X-1/9	...	214	...	685
Spider 2000	...	494	...	1,553
Honda	27,850	27,276	131,692	115,692
Civic	8,933	10,512	43,268	48,128
Civic CRX	3,200	...	13,729	...
Accord	9,743	14,565	49,498	64,983
Prelude	5,974	2,199	25,197	2,581
Isuzu	997	989	4,666	6,657
I-Mark	232	989	1,323	6,657
Impulse	765	...	3,343	...
Jaguar	1,571	1,536	5,442	4,494
XJ6	1,286	1,271	4,623	3,706
XJS	285	265	819	788
Lancia	...	100	...	334
Mazda	11,229	13,817	51,653	59,300
GLC	2,795	4,323	13,219	16,851
626	4,552	4,751	21,352	23,569
RX-7	3,882	4,743	17,082	18,880
Mercedes-Benz	7,097	6,309	27,681	22,322
190D	507	...	2,500	...
190E	1,360	...	4,654	...
240D	...	1,275	15	4,346
300D	1,663	1,616	5,954	5,907
300CD	142	162	541	568
300TD	195	231	880	839
300SD	1,431	1,617	5,645	5,344
380SE	513	...	2,072	...
500/380SEL	334	413	1,462	1,685
380SL/SLC	792	841	88	3,045
500/380SEC	160	154	670	587
Mitsubishi	2,584	1,858	12,471	8,949
Starion	665	480	2,668	1,746
Cordia	952	606	4,847	3,610
Tradia	967	772	4,956	3,593
Nissan	30,357	41,111	145,473	176,844
210	...	46	...	336
Sentra	9,271	15,620	56,479	72,503
310	...	188	1	1,754
Pulsar	1,977	4,697	11,159	19,828
Stanza	2,258	4,811	13,962	19,541
Maxima	4,230	5,798	19,185	22,202
200SX	6,506	3,244	17,863	14,757
300ZX/280ZX	5,634	6,486	25,110	24,511
Hawaii	481	221	1,714	1,412
Peugeot	1,606	1,093	6,297	4,817
Porsche	2,312	2,365	8,583	7,305
944	1,544	1,414	5,531	3,938
911SC	527	627	2,133	2,129
928S	241	234	919	1,039
Tourist	...	90	...	201
Renault	953	3,082	4,208	9,012
LeCar	...	1,491	...	4,163
18i	266	262	604	983
Fuego	687	1,329	3,604	3,866
Saab	3,690	2,780	12,105	8,780
900	926	751	3,160	2,255
900S	1,178	792	3,611	2,276
Turbo	1,544	1,201	5,124	4,155
Tourist	42	36	210	94
Subaru	11,427	13,452	49,938	52,094
Toyota	31,971	39,530	151,116	175,484
Starlet	1	677	258	3,866
Corolla	8,560	9,439	42,497	45,338
Tercel	4,601	10,070	26,628	52,935
Celica	5,488	8,241	25,552	36,496
Supra	2,074	2,433	8,457	11,049
Camry	5,889	4,865	23,625	9,541
Corona	...	...	...	12
Cressida	1,915	3,047	10,132	12,890
Land Cruiser	150	383	551	1,743
VanWagon	2,918	...	10,784	...
Hawaii	371	375	2,628	1,614
4 Runner	4	...	4	...
Volkswagen	9,926	5,870	38,102	26,603
Rabbit Convertible	1,230	893	3,789	3,842
Jetta	3,899	1,650	15,837	6,643
Vanagon	1,748	1,045	6,540	4,726
Quantum	1,433	1,355	5,497	5,974
Scirocco	1,616	927	6,439	5,422
Volvo	10,360	8,172	37,598	31,103
DL	4,943	4,093	18,040	15,685
GL	2,845	1,348	10,173	5,952
GLT/Turbo	824	1,121	3,665	4,312
GLE	...	13	...	174
DL/GL Diesel	378	405	1,344	1,967
Coupe	...	2	...	8
760 (gas)	477	710	2,041	1,583
760 Gas Turbo	211	...	211	...
760 Turbo Diesel	345	217	1,219	729
Tourist	337	263	905	693
TOTAL	174,311	184,034	763,292	771,794

Renault's '83 loss of $189 million is same as in '82

NEW YORK. — Renault lost about the same amount in 1983 as it did in 1982, the French auto maker reported.

The company showed a loss of $189 million last year after losing $190 million the year before. Renault said 1983's loss was due mainly to research and development costs in high-technology areas. In addition, the company's Industrial Vehicles Division, which represents 13 percent of its business, ran a $263.9 million loss.

Renault's Auto Division, which accounted for 73 percent of the company's operations, showed a pre-tax profit of $80.8 million while the Financial Division made $88.3 million.

Renault's gross revenues, excluding sales from American Motors and Mack Trucks, Inc., in which Renault holds equity positions, totaled $13.2 billion in 1983, compared with $15.5 billion the year before.

At the same time, Renault reported it invested more than $1.3 billion in 1983 in new product development, new plants and modernization of existing facilities. That was a 24-percent increase over the previous year. Fifty-four percent was invested in France while the balance was spent overseas, mostly in North America.

With a record 2,072,193 vehicles produced worldwide in 1983, Renault said it climbed to the fifth spot among all automotive manufacturers and topped the competition in the European market for the fourth straight year.

Mazda chief lists guides for study on U.S. plant

NEW YORK.—Yoshiki Yamasaki, president of Mazda Motor Corp., said that efficiency and quality are the prime concerns guiding his company's study of the feasibility of establishing a manufacturing plant in the U. S.

"If this study convinces us that we can build products with the level of efficiency and quality we demand in the vehicles we build in Japan, we will not only be a marketer here, we will also be a manufacturer," said Yamasaki, while addressing a luncheon at the Japan Society of New York.

Yamasaki and other Mazda executives were here as part of the company's celebration of its corporate name change to Mazda Motor Corp. from Toyo Kogyo Co.

Yamasaki said that Mazda is moving into a new phase in its corporate history "with a new name and with the aim of strengthening our position as an international enterprise."

He said that just 10 years ago, Mazda had outstanding debts of $1.4 billion, or 65 percent of its total annual revenue. But, today, Yamasaki said, Mazda's debts have been reduced to $0.85 billion, or less than 15 percent of current annual revenue.

L-M deal adds AMC

SHAWNEE, Okla. — Shawnee Lincoln-Mercury owners have purchased property for a new facility to house current operations and a newly obtained AMC-Jeep-Renault franchise. Marion Davidson is the company's president; partners are Chris Teape and Fred Gipson.

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14 assembly plants work overtime

Week's car output up to 166,666

By Joe Wilssens
Staff Writer

Overtime at 14 assembly facilities last week helped return domestic auto production to normal levels following the Memorial Day shortened output of the previous week.

U. S. auto makers targeted completion of 166,666 units last week, 23.42 percent greater than the prior week's 134,276 and 11.26 percent better than the year-ago week's 148,945.

Year-to-date, 3,786,104 cars have been assembled, 31.05 percent above 2,889,032 finished during the same 1983 period.

Of last week's estimated output, General Motors accounted for 54.29 percent followed by Ford Motor Co., 22.61 percent, Chrysler Corp., 17.01 percent; American Motors, 2.88 percent; Honda, 1.80 percent, and Volkswagen of America, 1.41 percent.

GM led the overtime list with seven plants reporting Saturday (June 9) overtime. Extra hours were scheduled at the company's Detroit, Fairfax (Kans.), Flint (B and G lines), Janesville (Wis.), Lordstown (O.), Oklahoma City and Van Nuys (Calif.) facilities.

Ford scheduled Saturday overtime hours at its Atlanta and Wixom (Mich.) plants.

Chrysler Corp.'s Belvidere (Ill.), Newark (Del.) and St. Louis plants No. 1 and No. 2 operated two daily 9-hour shifts as well as two 8-hour Saturday shifts last week. The company's Jefferson (Detroit) point worked two daily 8½-hour shifts.

This week, Chrysler will follow the same daily overtime plan.

Detroit-area emissions tests approved by state Senate

LANSING, — In an effort to fend off threatened federal economic sanctions, the Michigan Senate has approved legislation setting up a vehicle inspection and maintenance program in the Detroit metropolitan area.

The measure, which has been sent to the House, would require motorists in Wayne, Oakland and Macomb counties to arrange for testing of pollution control equipment on their vehicles. Owners would be charged an inspection fee of up to $10 and could pay as much as $50 for needed repairs.

Annual certification would be necessary before motorists could register their vehicles. Diesels, cars and trucks more than 10 years old, motorcycles and electric-powered vehicles would be exempt from the test.

The EPA has pushed for an emissions testing program because of the region's failure to comply with hydrocarbon and carbon monoxide standards contained in the U.S. Clean Air Act.

Unless a program is established soon, the federal agency has vowed to impose a ban on new factories emitting more than 100 tons of hydrocarbons annually. Southeast Michigan is also faced with the loss of unspecified highway construction funds and forfeiture of some air pollution planning grants.

A bill setting up a car emissions testing program was passed four years ago by state lawmakers, but administrative rules were never adopted. The Legislature's joint administrative rules committee is scheduled to revive consideration of the 1980 law as a possible way to bypass debate in the Michigan House on the new bill.

Under the recently-passed measure, inspection would be handled by a private firm subcontracting with garages in the area. The Michigan Department of State has estimated that 2.2 million cars would be inspected each year by about 2,000 certified repair shops in the metropolitan area.

CANADIAN CAR PRODUCTION

	Week Ended June 9, 1984	Week Ended June 11, 1983	Week Ended June 2, 1984	May Total	Jan. 1, to June 11, 1983	Jan. 1, to June 9, 1984
AMERICAN MOTORS	600	820	606	2,067	14,385	11,031
CHRYSLER CORP		5,625			103,746	
FORD MOTOR	10,760	4,750	10,784	46,819	92,636	202,694
GENERAL MOTORS	13,511	13,451	13,476	52,119	253,841	299,650
VOLVO	225	225	225	990	4,815	5,000
Total Cars, Canada	25,096	22,871	25,091	107,995	469,423	518,375

TRUCK PRODUCTION IN U. S.†

	Week Ended June 9, 1984	Week Ended June 11, 1983	Week Ended June 2, 1984	May Total	Jan. 1, to June 11, 1983	Jan. 1, to June 9, 1984
CHEVROLET	20,855	17,135	16,138	84,643	343,325	447,373
DODGE	4,500	3,079	3,335	18,277	60,142	94,135
FORD	26,694	23,072	21,101	113,932	395,922	550,729
GMC	7,197	5,513	5,374	29,020	115,336	145,946
INTERNATIONAL	1,609	1,236	1,344	7,286	22,175	34,204
VOLKSWAGEN					2,079	
JEEP	3,800	2,000	3,145	17,847	35,957	85,668
NISSAN	1,900		1,605	8,710		42,631
AM GENERAL	50*	50*	40*	220*	1,090*	1,180
MISCELLANEOUS	1,000*	1,000*	800*	4,400*	21,800*	23,400
Total Trucks, N.S.	67,605	53,085	52,882	284,335	997,826	1,425,266

CANADIAN TRUCK PRODUCTION

	Week Ended June 9, 1984	Week Ended June 11, 1983	Week Ended June 2, 1984	May Total	Jan. 1, to June 11, 1983	Jan. 1, to June 9, 1984
CHRYSLER CORP.	7,388	2,681	7,064	33,459	61,085	164,028
FORD MOTOR	3,400	3,584	3,407	15,178	63,181	74,336
GENERAL MOTORS	5,748	6,252	6,282	26,769	113,732	139,311
INTERNATIONAL	170		138	725	3,216	3,309
Total Trucks, Canada	16,706	12,517	16,891	76,128	241,214	380,984
N. American Trucks	84,311	65,602	69,773	360,463	1,239,040	1,806,250

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

Truck production hits 1984 peak with 67,605 units

Domestic truck manufacturers scheduled overtime hours at seven assembly plants last week to post their highest weekly production total for 1984.

U. S. truck makers slated assembly of 67,605 units last week, 27.84 percent higher than the previous week's holiday-abbreviated build of 52,882. Last week's tally is also 27.35 percent greater than the year-ago week's 53,085.

So far this year, the industry has completed 1,425,266 trucks, 42.84 percent above 997,826 finished at this time last year.

General Motors worked two Saturday (June 9) overtime shifts at its Janesville (Wis.), Lordstown (O.) and Pontiac plants No. 5 and 6. The company's Detroit facility worked one Saturday overtime shift.

Ford Motor Co.'s Louisville plant also worked Saturday.

This week, Chrysler Corp.'s Warren (Mich.) point is slated to work two 9-hour daily shifts.

Week's car output steady in Canada; 25,096 assembled

Canadian auto and truck production last week was little changed from the totals of the previous week.

Canadian makers slated completion of 25,096 cars last week, five units more than the prior week's 25,091 and 9.73 percent greater than the year-ago week's 22,871. Last week's estimated build was the highest weekly output recorded this year.

So far this year, the manufacturers have finished 518,375 autos, 10.43 percent better than the 469,423 assembled at this time last year.

Canadian truck manufacturers scheduled 16,706 trucks last week, down 1.19 percent from the previous week's 16,891 but 33.47 percent greater than the year-ago week's 12,517.

Year-to-date, 380,984 trucks have been built in Canada, 57.95 percent higher than 241,214 completed during the same 1983 period.

General Motors scheduled Saturday (June 9) overtime at all three of its Oshawa (Ont.) facilities last week. Plants No. 1 and No. 2 build Celebrity, Fontiac 6000 and Chevrolet cars while the truck plant assembles light-duty trucks for Chevrolet and GMC. All three plants worked 8-hour shifts.

Working two Saturday overtime shifts, Chrysler Corp. estimated production of 1,965 Dodge Caravans, 1,955 Plymouth Voyagers and 780 Mini Ram Vans at its Windsor (Ont.) plant last week bringing the year-to-date T-115 total to 98,961.

U. S. CAR PRODUCTION

	Week Ended June 9, 1984	Week Ended June 11, 1983	Week Ended June 2, 1984	May Total	Jan. 1, to June 11, 1983	Jan. 1, to June 9, 1984
AMERICAN MOTORS	4,800	4,435	3,879	21,265	80,455	92,218
AMC Total					4,071	
Eagle					4,071	
Renault Total	4,800	4,435	3,879	21,265	76,384	92,218
Alliance	2,425	4,435	1,969	11,320	76,384	49,279
Encore	2,375		1,910	9,945		42,939
CHRYSLER CORP.	28,350	18,069	25,002	119,268	384,498	606,351
Plymouth Total	8,150	5,601	7,017	34,356	137,573	178,560
Horizon	3,500	2,463	2,705	14,464	47,653	73,095
Renault	3,900	2,973	3,701	16,748	87,474	91,986
Caravelle†	250	165	205	928	2,446	4,383
Gran Fury	500		406	2,216		9,186
Chrysler Total	10,100	4,831	8,841	40,647	93,984	203,541
LeBaron	3,200	2,191	2,654	12,706	44,893	61,338
Laser	1,800		1,576	7,592		37,091
Chrysler E-Class	2,500	2,640	2,470	10,678	49,091	51,700
Fifth Avenue	2,600		2,141	9,671		53,412
Dodge Total	10,100	7,637	9,144	44,265	152,941	224,250
Omni	3,300	2,833	3,240	13,926	52,926	69,050
Aries	2,700	3,228	2,326	13,076	65,381	71,591
Daytona	1,100		987	4,991		27,748
Dodge 400		727			16,115	
Dodge 600	1,800	849	1,557	7,621	18,519	39,093
Diplomat	1,200		1,034	4,651		16,768
FORD MOTOR	37,685	33,095	30,845	169,838	671,527	813,986
Ford Division	23,950	19,619	20,448	110,865	434,129	532,112
Escort	7,558	5,656	6,850	34,367	122,712	165,215
Fairmont					23,728	
Mustang	3,227		2,681	14,123	56,946	61,787
LTD	4,206	3,918	3,104	18,468	81,199	103,030
Thunderbird	3,640	4,980	2,908	15,427	95,493	74,931
Crown Victoria	1,286	2,179	1,031	6,292	41,657	35,706
EXP	541		523	2,496	1,184	14,492
Tempo	3,492	2,886	3,351	19,692	11,210	76,951
L-M Division	13,735	13,476	10,397	58,973	237,398	281,874
Mercury Total	9,597	10,737	7,522	42,092	187,580	203,096
Lynx	1,221	1,541	1,085	5,298	30,782	31,694
Capri	269		303	2,089	11,127	8,676
Zephyr					8,601	
Marquis	2,965	1,852	2,120	12,056	34,708	52,073
Cougar	2,027	4,478	1,557	9,289	50,163	46,633
Grand Marquis	2,307	2,072	1,848	9,589	48,301	44,125
LN7					290	
Topaz	808	794	609	3,771	3,608	19,895
Lincoln Total	4,138	2,739	2,875	16,881	49,818	78,778
Continental	1,095	261	760	4,459	7,668	17,032
Lincoln	2,587	1,561	1,794	10,559	25,371	46,069
Mark VI/VII	456	917	321	1,863	16,779	15,677
GENERAL MOTORS	90,481	89,820	70,508	390,981	1,694,954	2,162,594
Buick Division	21,909	21,978	17,653	86,350	393,127	467,928
Skylark	2,200	3,464	1,801	9,294	46,323	45,163
Skyhawk	3,120	1,368	2,472	13,190	32,596	74,081
Century	4,666	4,285	4,001	19,385	69,276	103,265
Regal	4,770	5,200	3,990	19,140	113,569	102,961
Buick	4,538	6,425	3,371	14,661	111,933	101,311
Riviera	875	1,236	702	4,010	19,430	24,311
Electra (fwd)	1,740		1,316	6,670		16,836
Cadillac Division	6,608	5,827	5,166	19,970	150,115	153,429
Cimarron	297	311	183	1,176	9,708	8,465
Seville	760	586	669	3,962	16,246	19,292
Eldorado	1,695	1,352	1,323	7,527	35,408	36,187
Cadillac	2,098	3,578	1,680	7,305	88,753	72,185
DeVille (fwd)	1,758		1,311	6,611		17,300
Chevrolet Division	29,482	30,564	21,772	132,537	532,969	739,830
Chevette	1,285	4,225	1,022	14,048	87,102	96,237
Cavalier	9,326	7,582	5,879	35,891	113,875	189,160
Celebrity	6,399	4,775	4,607	27,524	46,030	137,751
Camaro	5,742	5,012	4,463	23,274	86,999	121,542
Citation	2,202	1,802	1,860	10,041	52,111	50,708
Malibu/El Camino	719	3,344	643	3,576	69,790	16,383
Monte Carlo	832	1,634	709	4,034	41,498	58,340
Chevrolet	2,352	1,565	2,096	11,435	26,064	54,641
Corvette	625	625	493	2,714	9,500	15,068
Oldsmobile Division	21,531	23,011	18,720	94,513	446,648	543,470
Omega	910	1,599	687	4,320	28,568	23,977
Firenza	1,491	1,069	1,399	8,193	21,761	36,455
Cutlass Supreme	3,377	6,410	3,309	15,066	129,521	143,322
Cutlass Ciera	5,560	5,177	5,558	26,295	87,062	128,981
Oldsmobile	7,250	7,886	5,474	29,065	161,786	171,155
Olds 98 (fwd)	1,868		1,519	7,267		18,139
Toronado	1,075	870	774	4,307	17,950	21,441
Pontiac Division	10,951	8,440	7,197	57,611	172,095	257,937
Acadian†	100	324	79	1,161	8,210	8,554
2000 Sunbird	3,460	2,287	2,260	15,021	45,108	68,879
1000	375	694	299	3,418	18,545	19,377
Firebird	2,938	2,620	1,777	9,664	41,786	51,724
Phoenix	858	429	670	3,667	12,945	10,711
Grand Prix/Bonneville		2,086			45,501	29,733
Parisienne	520		247	1,279		13,268
Fiero	2,700		1,865	10,612		55,691
HONDA	3,000	1,230	2,362	12,789	14,790	57,737
VOLKSWAGEN	2,350	2,296	1,680	10,696	42,808	53,218
Total Cars, U.S.	166,666	148,945	134,276	724,837	2,889,032	3,786,104
Total Cars, Canada	25,096	22,871	25,091	107,995	469,423	518,375
N. American Cars	191,762	171,816	159,367	832,832	3,358,455	4,304,479
N. American Trucks	84,311	65,602	69,773	360,463	1,239,040	1,806,250
North American Cars and Trucks	276,073	237,418	229,140	1,193,295	4,597,495	6,110,729

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

Dealer group names Tolley vice president

BALTIMORE. — Everett A. Tolley has been appointed executive vice president of the Maryland Independent Automobile Dealers Assn.

Tolley previously served as executive director for about 3½ years. He continues as executive director of the Delaware Independent Automobile Dealers Assn.

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Automotive News

June 18, 1984

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New-car stocks drop to 47 days, tightest in year

By Kathleen Hamilton
Assistant Managing Editor

Domestic new-car inventories declined for the fourth straight month, falling to a 47-day supply on June 1.

The last time stocks were so slim was 11 months earlier: Inventories stood at 47 days' supply on July 1, 1983.

General Motors accounted for

Table on Page 60.

much of last month's decline, both by increasing its selling rate and reducing the actual number of cars it had in stock.

Shortages were most acute among domestic intermediate-size cars, which stood at a 40-day supply level. It was the lowest days' supply level for that category in more than eight years: Intermediates last stood at 40 days' supply on April 1, 1976.

Altogether, there were 1,467,214 new domestic cars in inventory on June 1, 5 percent fewer than the month before when the inventory was 1,541,985 and the days' supply stood at 53.

It was the third consecutive month in which inventory totals declined and, as noted, the fourth month in a row that the days' supply dropped.

One year earlier, the days' supply also stood at 47, but the selling rate was slower then and there were only 1,194,510 cars in stock.

• Shortages among big cars worsened last month and spread downscale. Luxury cars, which stood at a 44-day supply May 1, fell to 42 days; standard-size cars, from 48 to 43; intermediates, from 48 to 40, and compacts, from 66 to 55.

Only the subcompact sector remained in heavy supply: 58 days' worth, compared with 59 one month earlier. The subcompact sales rate was up for the month, but not up as much as production.

GM was the only corporate auto maker to reduce its actual inventories, although Ford Motor Co., Chrysler Corp. and Volkswagen of America reduced their domestic days' supply levels by increasing their sales rates.

GM's stocks stood at 38 days June 1, compared with 47 days May 1. Ford's supply fell to 60 days from 61, Chrysler's to 64 days from 66 and VW's to 83 from 97.

American Motors' domestic-car supply rose to 97 from 87,

Continued on Page 59, Col. 4

Continued on Page 60, Col. 1

Import stocks at record low

By Kathleen Hamilton
Assistant Managing Editor

Inventories of imported cars fell to 23 days on June 1, the lowest days' supply level since AUTOMOTIVE NEWS began keeping tabs on import stockpiles in mid-1981.

The figure was down from a 32-day supply on May 1.

Results of the German metalworkers' strike began showing up a bit, but the biggest reason

Table on Page 59.

stockpiles slid to 213,780 was increased sales of both German and the Japanese makes.

The stock of Japanese cars was back down to 15 days' worth last month, after a month-long respite in which the supply had risen to 22 days. The supply level had swelled only briefly, after the new Japanese fiscal year started in April and quotas were eased.

But by June 1, inventories of

Continued on Page 59, Col. 4

Brand-new Olds

Jim Dunne

Front-drive 88 for '86

When the new front-drive Oldsmobile 88 debuts as a 1986 model, it will share some front-end componentry—but not the notchback styling of the slightly larger FWD Olds 98. Like the new 98, the 88 will be built on a 111-inch wheelbase. Length will shrink from today's 218 inches to 192, and engine choices will be V-6 diesel or gasoline.

Passive-restraint fight heading for the wire

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — With less than a month to go before Transportation Secretary Elizabeth Dole makes what is hoped to be the final decision on the passive-restraint rule, proponents and opponents of the rule used their last chance to comment on the most recent alternatives.

All vacations have been canceled for those government officials in the air-bag/automatic belt / mandatory seat-belt-use-law loop at DOT — those who must at minimum read the mountain of documents.

Even a cursory look at the major passive-restraint participants reflects a hardening of positions, a rise in confrontational adjectives and an increase in the legal catch phrases that often herald litigation.

Moreover, in addition to the 17 alternatives already outlined by the government, new one's are raised with each supplemental filing. Thus, despite more than 15 years of consideration and two major court actions (both affirming test procedures and passive restraints, specifically air bags) there is virtually no agreement.

With only Ford Motor Co. and Daimler-Benz now having limited air-bag capacity and only Toyota and Volkswagen having passive-belt capability, delay would be inevitable even with a partial passive-restraint mandate.

Some agreement exists, however, in opposing any tie-in be-

Continued on Page 61, Col. 1

Chrysler ships first K-cars from Mexico to U.S. dealers

TOLUCA, Mexico.—Chrysler de Mexico S.A. has begun exporting K-cars to the U. S.

The company has contracted to export to the U. S. 1,000 cars per month through August with exports continuing into the 1985-model year.

Chrysler de Mexico Director Jerome B. York said that the initial three-month shipments will bring in $20 million. He said that the firm also has negotiated for the export of 5,000 other cars this year to countries including Puerto Rico and Saudi Arabia.

York said that American buyers comparing his firm's K-car with U. S. counterparts will find the Mexican version of equal quality.

The company has negotiated total exports of $470 million so far this year, thus surpassing the forecast of its January announcement that foreign sales would amount to $430 million, York said. Most of those sales will be engines, plant officials said.

• Chrysler has negotiated exports of 230,000 four-cylinder engines; 130,000 six- and eight-cylinder engines; 159,000 engine supports; 512,000 condensers, and 1.5 million electrical components.

Chrysler de Mexico's expected $470-million export revenue is up substantially from the $292 million received from exports last year. Car exports last year were only 2,380 units.

The Chrysler concentration on exports is being achieved even though the Toluca plant is working at only 60 to 70 percent of capacity, with this due

Continued on Page 62, Col. 5

High-output unit is companion to Saturn Project

GM works on new small engine

By Dan McCosh
Detroit Reporter

General Motors has begun work on an ultra lightweight, high-output small-engine program calculated to do for its engine development what the Saturn Project is expected to do for small cars, AUTOMOTIVE NEWS has learned.

The melodramatically code-named "Manhattan Project" (the same as the World War II project that resulted in the atomic bomb) is GM's first effort to design a new engine with a clean sheet of paper in more than a decade. Other recent programs mainly have been derived from existing engine blocks and tooling.

Confirming the existence of the program, but giving no details, GM Vice Chairman Howard H. Kehrl said, "It's still in the skunkworks stage."

No timetable for production has been set.

GM engineers recently set up shop at Pontiac's engineering complex, an indication that the project is under the auspices of the CPC Group (Chevrolet-Pontiac-Canada).

Pontiac itself has been anxious to develop a new engine in the 2-liter range to replace the 1.8-liter single-overhead-cam engine it currently imports from

Continued on Page 62, Col. 3

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breaking news

GM, Daewoo sign $426 million pact

DETROIT. — General Motors and its Korean partner, Daewoo, last week signed an agreement to spend $426 million on a joint venture to produce a new, front-wheel-drive subcompact in Korea for the 1987 model year. GM said South Korea is the primary market for the new vehicle but that 50 percent of the 167,000 units scheduled for production could be exported. Pontiac will market the car in the U. S.

Westmoreland builds its last Rabbit

WESTMORELAND, Pa.—The last Rabbit came off the Volkswagen of America assembly line here Friday (June 15). The plant produced 894,527 Rabbits and pickups since opening April 10, 1978. The successor Golf is to go into production here Aug. 6, after a $400 million retooling.

Used-car sales climb, Hertz reports

NEW YORK.—After two years of declines, used-car sales rebounded in 1983 by 4.3 percent to 17.39 million units, according to a new Hertz Corp. study. Average purchase price climbed 2.7 percent to a record $4,902 and revenues of all used-car sales last year were a record $85.3 billion.

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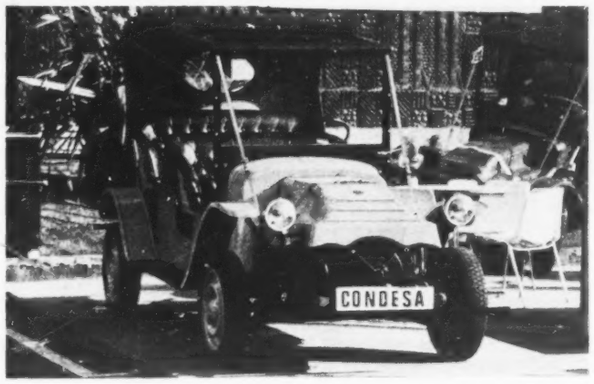

For fun in the sun

This small and curious vehicle, the Condesa (Countess), is made in Palma de Mallorca, Spain, based on a Citroen 2CV chassis. Thomas Wadstrom has turned out about 900 of the vehicles in two years and is planning to build a factory on the mainland near Valencia to boost output.

AMC to build plant in Canada for mid-size car to bow in '88

By Marjorie Sorge
Labor Editor

American Motors will build a new $764 million assembly plant in Brampton, Ont., to produce a new AMC/Renault mid-size car for the North American market in the 1988 model year, the company said. The figure is in Canadian dollars; the U.S. equivalent is about $587 million at current exchange rates.

The new front-wheel-drive intermediate-size car will be an entirely new offering designed by Renault with AMC input. It will not be the Renault R25, AMC said.

Renault of France owns about 46 percent of AMC under an agreement the parties entered into in 1978.

AMC/Renault hopes to sell more than 150,000 of the new cars in the North American market by 1990, which represents more than five times the current production of the AMC facility in Brampton. That plant builds 120 Eagles a day on one shift. It has a capacity to produce 240 to 250 vehicles a day.

The Canadian federal and Ontario provincial governments will invest up to $121 million (Canadian) in the facility on a 50-50 basis. It will be paid back through royalties on each new car sold.

• Under the plan, the Canadian governments will receive a one percent royalty on each car sold. The car is expected to cost about $10,000 Canadian or about $7,500 U.S. (at current exchange rates). In addition, a 0.5 percent royalty on annual sales up to 158,000 cars will go into an AMC reinvestment fund earmarked for its Canadian auto program for the next 10 years. The remainder of the investment is to be provided by AMC, Renault and loans from Canadian banks.

The new plant is expected to produce 1,800 jobs directly and another 4,200 in satellite parts facilities. The 1,200 workers at the current Brampton facility will maintain their jobs.

AMC is planning to introduce a just-in-time inventory program at the new facility and expects numerous suppliers to locate nearby.

The investment in Canada is geared toward improving Renault's and AMC's position in the North American market.

It will also allow Renault to continue to import its French-built cars into Canada duty free. Under the U.S.-Canada Auto Pact, companies entering into joint agreements with manufacturers already part of the pact can also bring in their vehicles duty free as long as the member is meeting all the program's requirements and the vehicles are sold at the member's dealerships.

Renault does a good business in Canada and doesn't pay a tariff, a source said. Without an AMC plant in Canada, the tariff would be levied and "Renault could no longer compete," the source said.

Renault sold 14,876 cars in Canada during the 1982 model year for 6.1 percent of the import market. It sold 13,398 in 1983 for 6.2 percent and 7,347 so far in the 1984 model year for 4.8 percent of the import

Continued on Page 62, Col. 1

Chrysler's new P-car a larger subcompact

By Dan McCosh
Detroit Reporter

Chrysler Corp.'s 1986½ P-body replacement for the aging L-body Omni-Horizon will be a notchback-hatchback built on a 100-inch wheelbase, Chrysler sources say. It will be significantly larger than the 96.6-inch-wheelbase hatchback it replaces.

Although Chrysler calls it a "subcompact," it is almost identical in wheelbase to the current 100.1-inch K-body and will be distinguishable mainly because of its more aerodynamic styling and shorter overall body length.

Chrysler Chairman Lee A. Iacocca has confirmed the corporation's intention to go ahead with domestic production of a new subcompact.

Chrysler intends to move its new small car "upscale" in content as well as size, thus leaving plenty of room for Japanese-built imports to take over in the current L-body's economy position.

Chrysler planners say the P-car will likely become the lowest price and content car the corporation will build in the U.S.

A 1.8-liter Chrysler-build derivative of the current 2.2-liter 4-cylinder engine will be available for the P-car when it is launched.

The P-car also drops the "econobox" styling of the current L-body. The rear-end treatment will be similar to the 1985 Chrysler H-body or the new Saab 9000 -- a liftback designed to give the exterior appearance of a conventional notchback with a trunk.

The coupe-like appearance is seen as another distinguishing cue aimed at a sporty character -- leaving the 6-passenger "family" role to the K-body derivatives.

As its wheelbase distinctions become narrower, Chrysler intends to tie styling more closely to intended market niche in the future, with "aero" themes indicating a sporty character and the more boxy, formal look for conservative customers.

'Well, when I ran short of shortages . . .'

ST. LOUIS.—The owner of a large General Motors dealership jubilantly called his zone manager to announce record-breaking sales after earlier repeated complaints about shortages.

To which the factory man responded:

"How can you do this with no cars?"

New-car sales tumble; total falls to 186,762

By Jenny L. King
Staff Writer

New-car sales in early June did something they haven't done in nearly seven months: They failed to surpass the comparable year-ago total.

In a direct comparison, they were down 11.15 percent. On a daily-sales-rate basis, they missed the June 1-10, 1983, mark by 0.04 percent.

The last time domestic sales were down was Nov. 11-20, 1983.

DOMESTIC SALES

	June 1-10, 1984	June 1-10, 1983
Renault		
Alliance/Encore	2,650†	2,880†
AMC	600†	720†
AMERICAN MOTORS	3,250†	3,600†
Chrysler	7,383	6,607
Imperial		
Plymouth	6,618	7,580
Dodge	9,344	10,988
CHRYSLER CORP.	23,345	25,197
Ford	30,648	29,277
Mercury	11,907	13,919
Lincoln	3,663	2,755
FORD MOTOR CO.	46,218	45,951
Buick	21,048	32,720
Cadillac	7,287	9,776
Chevrolet	32,635	44,559
Oldsmobile	35,338	33,235
Pontiac	14,729	11,439
GENERAL MOTORS	111,037	131,729
VOLKSWAGEN	831	2,093
HONDA	2,081	1,618
U.S. INDUSTRY TOTAL	186,762	210,188

† estimated

Sales for this year's June 1-10 period totaled 186,762, down from 210,188 a year ago. The daily-sales rate of 23,345 from eight days this year just missed the 23,354 average from 1983. It was the lowest daily rate for a period since mid-January this year.

General Motors, which may have robbed Peter to pay Paul as it reported record sales for both cars and trucks in late May, came up short in June, down 15.71 percent to 111,037 from 131,729 a year ago. On a daily-rate basis, GM sales were off 5.17 percent.

Ford Motor Co. came out ahead either way the percentages were figured. Ford sales of 46,218 were up 0.58 percent from 45,951 (up 13.14 percent daily rate). Chrysler Corp. was off 7.35 percent, to 23,345 from 25,197 (up 4.21 percent daily rate).

• Honda kept several steps ahead of its former sales, up 28.62 percent to 2,081 from 1,618 (up 44.44 percent daily rate). American Motors was down 9.72 percent, to 3,250 from 3,600 (up 1.50 percent daily rate), and Volkswagen plunged 60.30 percent, to 831 from 2,093 (down 55.36 percent daily rate).

GM's sales drop cost it three percentage points in market share as the giant slipped to 59.45 percent from 62.67 percent. Ford picked up three, earning 24.75 percent this year compared with 21.86 percent a year earlier.

Chrysler edged up to 12.50 percent from 11.99 percent; AMC claimed 1.74 percent compared with 1.71 percent; Honda had 1.12 percent, up from 0.77 percent, and VW dropped to 0.44 percent from 1.00 percent.

Only five domestic makes showed sales increases for June 1-10. Chrysler was up 11.75 percent from last year, Ford was up 4.68 percent, Lincoln was up 32.96 percent, Oldsmobile was up 6.33 percent and Pontiac was up 28.76 percent.

Plymouth was down 12.69 percent, Dodge was down 14.96 percent and Mercury was down 14.46 percent. Buick dropped 35.67 percent, Cadillac was down 25.46 percent, Chevrolet was down 26.76 percent. AMC was down an estimated 16.67 percent and Renault dropped an estimated 7.99 percent.

Domestic sales through June 10 were up 23.79 percent, to 3,705,462 from 2,877,065.

Mid-engine turbo due in 1987

DeTomaso to produce sports car for Chrysler

By Dan McCosh
Detroit Reporter

Chrysler Corp.'s 5 percent investment in Italy's Officine Alfieri Maserati S.p.A., the specialty sports-car manufacturer run by Alejandro De Tomaso, firms up Chrysler's agreement with De Tomaso to build a mid-engine sports car, due in the U.S. in 1987.

The deal, concluded last week, strengthens Chrysler's control over the project, according to sources close to the program, and some key Chrysler executives have been ordered to Italy to live with the car for its two-year development period.

Wrangling over project control had been one of the key factors holding up the program, insiders say.

The De Tomaso project has been in negotiation for several years at Chrysler. In fact, it resulted at one point in a front-drive prototype being built, later a mid-engine car.

The car will be a high-priced, steel-bodied, mid-engine car built by De Tomaso at his plant in Modena, Italy. Earlier prototypes featured a fiberglass body, but that concept has been rejected, say Chrysler sources familiar with the car.

A 4-cylinder, advanced-design turbocharged powerplant based on a production Chrysler engine currently is the main powerplant being considered.

The ability of the mid-engine concept to handle high horsepower, compared with front-drive, was the main reason for selecting the configuration, which severely limits the passenger seating.

Maserati is a subsidiary of DeTomaso Industries S.p.A. which reported a 1983 loss of $16.2 million on sales of $153.03 million.

De Tomaso is another former Ford affiliate recruited to Chrysler by Chairman Lee A. Iacocca. He developed the Pantera, which was sold through Lincoln-Mercury dealers in the early 1970s, and has been working with Chrysler on a consulting basis.

Chrysler's De Tomaso connection follows on the heels of Cadillac's deal with Pininfarina Industrie S.p.A. to build a similar car.

Ford Motor Co. also is talking with a variety of overseas specialty car manufacturers about a similar project. General Motors also recently made an effort — since rejected — to buy an interest in the United Kingdom's Jaguar Cars, Ltd.

With volume projections in the 20,000-car annually range, the prestige value of such projects overwhelms the profit potential.

However, they have been leading to significant engineering tieups with some of Europe's top designers, as well as opening the U.S. market to Europe's long-excluded custom coachmakers.